



## Jeffrey Alpert

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### Jeffrey is a partner in our Banking & Financial Services Law Group.

He acts for banks and other lenders, and for borrowers in commercial loan transactions secured by real estate and personal property. He has extensive expertise in asset-based lending and factoring, including receivables purchase financing. His practice also includes corporate and business law.

### Publications & Presentations

Jeffrey has been a director and officer of the *Canadian Business Law Journal* for over 25 years and has contributed various articles to the Journal.

- **“Getting the Deal Done: A Practice Lawyer’s Guide to Commercial Real Estate Lending”**, Presentation for Bank of Montreal, internal BMO training program, January 2018
- **“Does an Ontario Court Have the Jurisdiction to Enforce an Ontario Guarantee against an Alberta Guarantor?”**, Torkin Manes LegalPoint, November 2017
- **“Common Mistakes under the PPSA and How to Avoid Them”**, Presentation for Bibby Financial Services (Canada), Toronto, October 2017
- **“BHL v. Leumi ABL Limited: Collection Fees Charged Under Factoring Agreements”**, Torkin Manes LegalPoint, October 2017
- **“Legal Updates in Factoring 2017”**, Presentation to the Canadian Chapter of the International Factoring Association at the Mississauga Living Arts Centre, September 2017
- **“PPSA Registrations Against Corporate Debtors with English/French Names”**, Torkin Manes LegalPoint, June 2017
- **“Forfeited Corporate Property Act, 2015 and Amendments to the OBCA”**, 7th Annual Business Law Summit, May 2017
- **“Canadian Legal Update”**, Panel Member at the Annual Conference of the International Factoring Association (IFA), April 2017
- **“Notice of Assignment of Accounts Receivable Under the PPSA: What Every Factor Should Know”**, Torkin Manes LegalPoint, March 2017
- **“Documenting a Loan Transaction: From the Bank’s Offer Letter to the**

### Services

- Banking & Financial Services

### Education

- LL.B., University of Toronto Faculty of Law, 1977 (Prizes for the highest average marks in the first year class and highest mark in Property Law)

### Credentials

- Called to the Ontario Bar, 1979

**Lawyer's Opinion Letter**", Presentation for Bank of Montreal, Real Estate Finance Group, Toronto, March 2017

- **"Maintaining Minute Books and Solving Minute Book Problems"**, Speaker, The Law Society of Upper Canada, March 2017
- **"Ontario Corporations Beware: Changes to the Law Regarding Record Keeping and Forfeiture of Corporate Property"**, Torkin Manes LegalPoint, November 2016
- **"Canadian Legal Update"**, International Factoring Association, Annual Conference, Scottsdale, AZ, April 2016
- **"Where Oh Where Is My Debtor? Recent Changes to the Ontario Personal Property Security Act"**, Torkin Manes LegalPoint, March 2016
- **"Secured Parties Beware: Security Interests In Transferred Collateral"**, Torkin Manes LegalPoint, January 2016
- **"A Trio of Recent PPSA Cases From Coast to Coast in Canada"**, Torkin Manes LegalPoint, June 2015
- **"Everything You Ever Wanted to Know about the PPSA (But Were Afraid to Ask)"**, It's as Easy as 1, 2, 3 (Understanding Security, PPSA, Credit Adjudication Without Financials), Credit Institute of Canada, Toronto Chapter, January 2015
- **"Factors Beware: Your Conduct Can Affect Your Contractual Rights under the Factoring Agreement and Result in Liability for Damages to Your Clients"**, IFA Factoring Update and News, International Factoring Association, July 2014
- **"Factoring in Canada"**, International Factoring Association, Annual Conference, San Francisco, CA, April 2014
- **"Documenting a Loan Transaction"**, Seminar - Bank of Montreal, GTA Commercial Banking, March 2014
- **"Factoring in Canada"** International Factoring Association, Annual Conference, Miami Beach, FL, April 2013
- **"Factoring in Canada"**, International Factoring Association, Annual Conference, Huntington Beach, CA, April 2012
- **"Taking Security in Accounts Receivable and their Proceeds under the Ontario PPSA : *Bank of Nova Scotia v. IPS Invoice Payment System Corporations*"**, Canadian Business Law Journal, 2011; Volume 51,
- **"Factoring in Canada - Legal Issues"**, International Factoring Association (Toronto Chapter), November 2011
- **"Factoring in Canada"**, International Factoring Association, Annual Conference, Washington, DC, April 2011
- **"Reading and Understanding Searches under the *Personal Property Security Act*"**, Seminar - Bank of Montreal, Corporate Finance Division, June 2010
- **"Factoring in Canada"**, International Factoring Association, Annual Conference, Scottsdale, Arizona, April 2010
- **"Priority Disputes between Marine Mortgages and Ontario PPSA Security Interest in Watercraft: *Royal Bank v. 1132959 Ontario Ltd.*"**, Canadian Business Law Journal, 2009; Volume 48

- **“Perfection and Priority Problems under the PPSA: Common Mistakes and How to Avoid Them”**, Seminar – International Factoring Association, Toronto Chapter, June 2009
- **“What do real estate developers, real estate purchasers, criminals and terrorists have in common?”**, *Torkin Manes Focus*, Spring 2009
- **“Factoring: What is it, and is it right for your business?”**, *Torkin Manes Focus*, Spring 2007
- **“Lender’s Duty of Disclosure to Guarantor: *Bank of Montreal v. Collum*”**, *Canadian Business Law Journal*, 2005; Volume 42
- **“Practice Makes Perfection: Taking Security for Lenders and Suppliers”**, The Law Society of Upper Canada, Continuing Legal Education, September 1995
- **“Perfection and Tracing of Proceeds Under the *Personal Property Security Act*”**, *Canadian Business Law Journal*, 1984; Volume 9
- **“Personal Liability on Corporate Cheques: The Conflict Between Commercial Integrity and Common Sense”**, *Canadian Business Law Journal*, 1982; Volume 7
- **“The Untimely Interval and the PPSA: *Royal Bank of Canada v. Dawson Motors (Guelph) Ltd.*”**, *Canadian Business Law Journal*, 1982; Volume 6

## Memberships

- Canadian Bar Association
- Canadian Business Law Journal, Director and Officer
- Ontario Bar Association